

Can Your Company Use Extra Profit?

Our network of consultants reduce non-core expenses by nearly 20% on average.

SAMA and Expense Reduction Analysts Special Agreement allows your company to retain 53% of shared savings.

Benefit is an additional 3% savings for clients and 2% savings for SAMA.

SAMA and Expense Reduction Analysts (ERA) have entered into a special agreement that results in SAMA members retaining 53% of shared savings. SAMA retains 2% of shared savings to support its work on behalf of members. ERA retains 45% of shared savings. This differs from the standard agreement which is a 50/50 sharing of savings between the client and ERA.

ERA is a worldwide network of 700 consultants specializing in finding extra profits for companies by reducing expenses in non-core categories.

ERA has over 200 consultants in the United States covering all 50 states.

Savings average 19.7%

ERA has handled thousands of projects, finding clients average savings of 19.7%. After finding cost savings, ERA leads the implementation and continues to monitor and deliver monthly or quarterly reports to the client for 18 to 24 months to ensure the success of new programs and services and to document savings.

Objective recommendations

ERA finds savings opportunities in non-core operating expenses in categories that range from factory consumables, freight, and packaging to highly technical and complex insurance and telecommunication/data systems.

ERA Consultants offer objective recommendations because they do not receive salaries, payments or commissions from suppliers. All compensation is obtained from the shared savings.

No savings, no fee

In-house professionals often do a great job. But because of industry expertise, ERA knows where and how to find significant savings opportunities. In many cases consultants are able to negotiate better service and lower costs with a client's current suppliers.

If ERA finds no savings, there is no fee. If savings are found and the client implements ERA's recommendations, the extra profit is split 53% for the client, 2% for SAMA and 45% for ERA for 18 to 24 months. During this time consultants remain actively

involved in the project to ensure its success.

Some common cost categories where ERA can find savings

- Courier Service
- Factory Consumables
- Fleet Management
- Freight & International Freight
- Insurance - all types
- Janitorial Services
- Leasing
- Merchant Card Fees
- Office Consumables
- Packaging / Shipping Materials
- Payroll Processing
- Photocopiers
- Printing
- Records Management
- Small Package Freight
- Telecommunication/Data
- Temporary Labor
- Travel
- Uniforms
- Waste Management

ERA SAMA Member Contact

To schedule a meeting to discuss how ERA can help your company contact:

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find extra profit

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